

Successful economic **management** differs between **intensive and extensive** dairy producers

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Dairy farms in 20 years...

Well different dairy farms appearance



Material

What? 342 technico-economic accountings realised by Walloon Association of Breeding

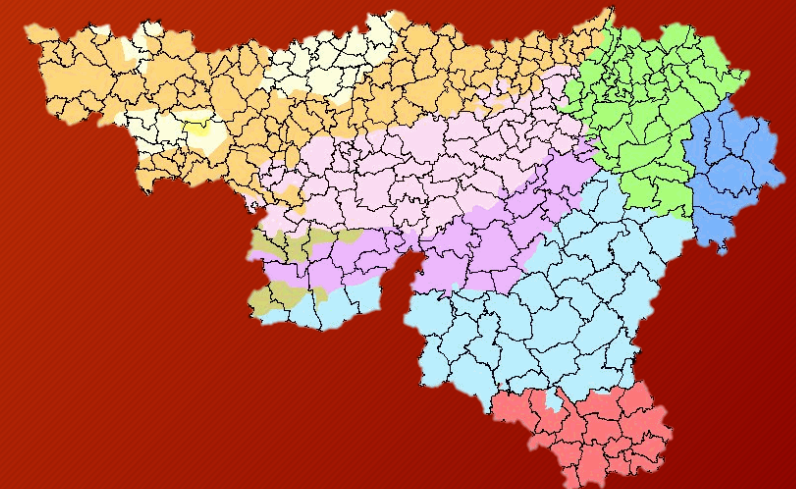
Who? Farms with dairy activity

Where? Wallonia (Southern part of Belgium)

Temperate region, existence of different geopedologic contexts

When? 2014-2017 → Mean

Why? Field data



Method

Intensification
groups



Level of revenue
groups



Management variables
in function of revenue
in intensification
groups

- Creation of intensification index

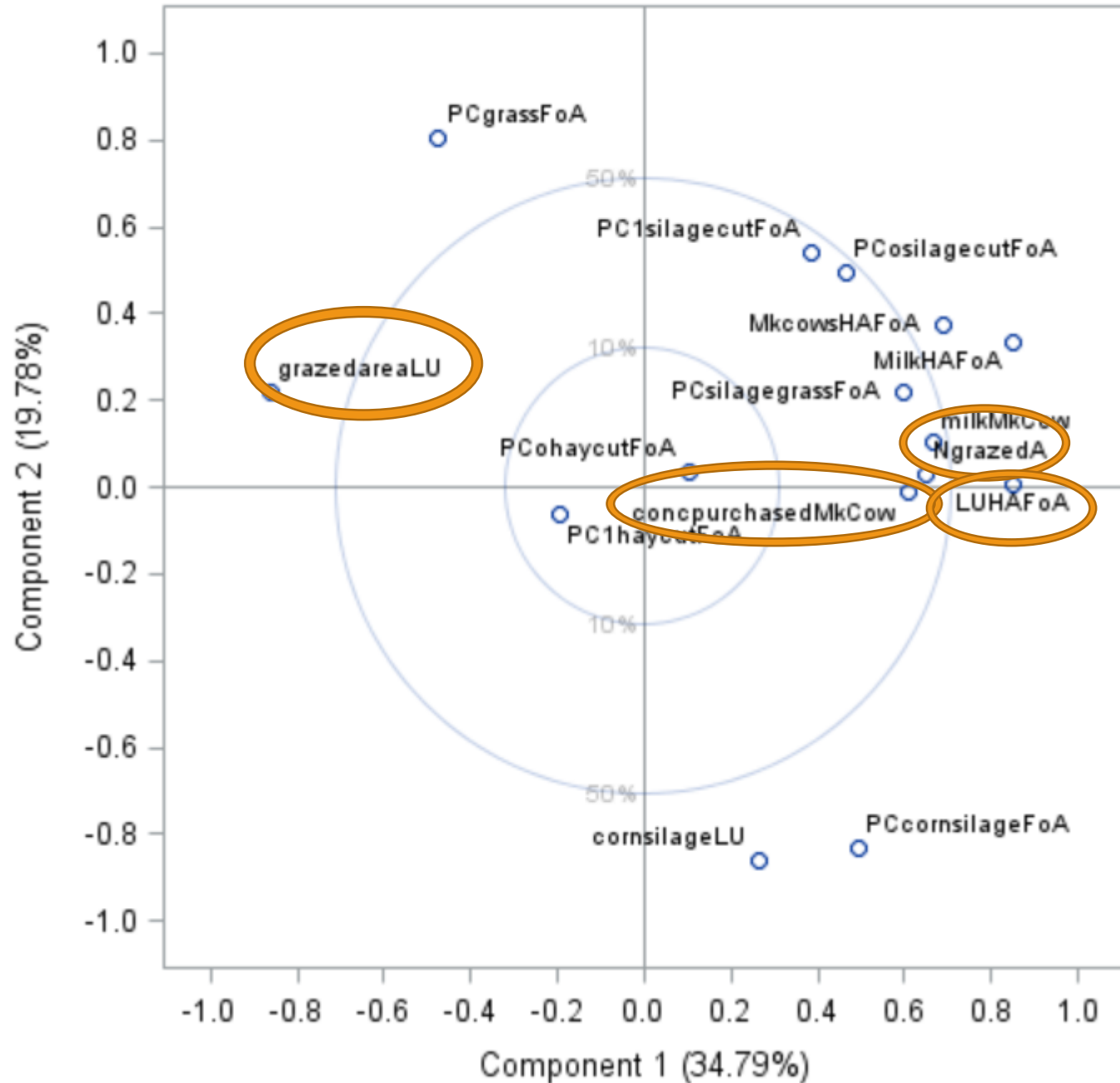
Creation of intensification index



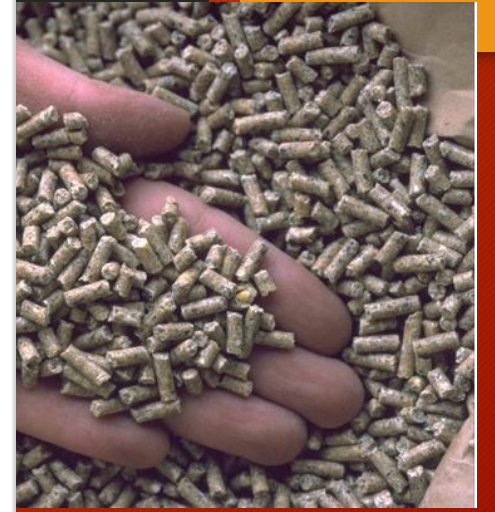
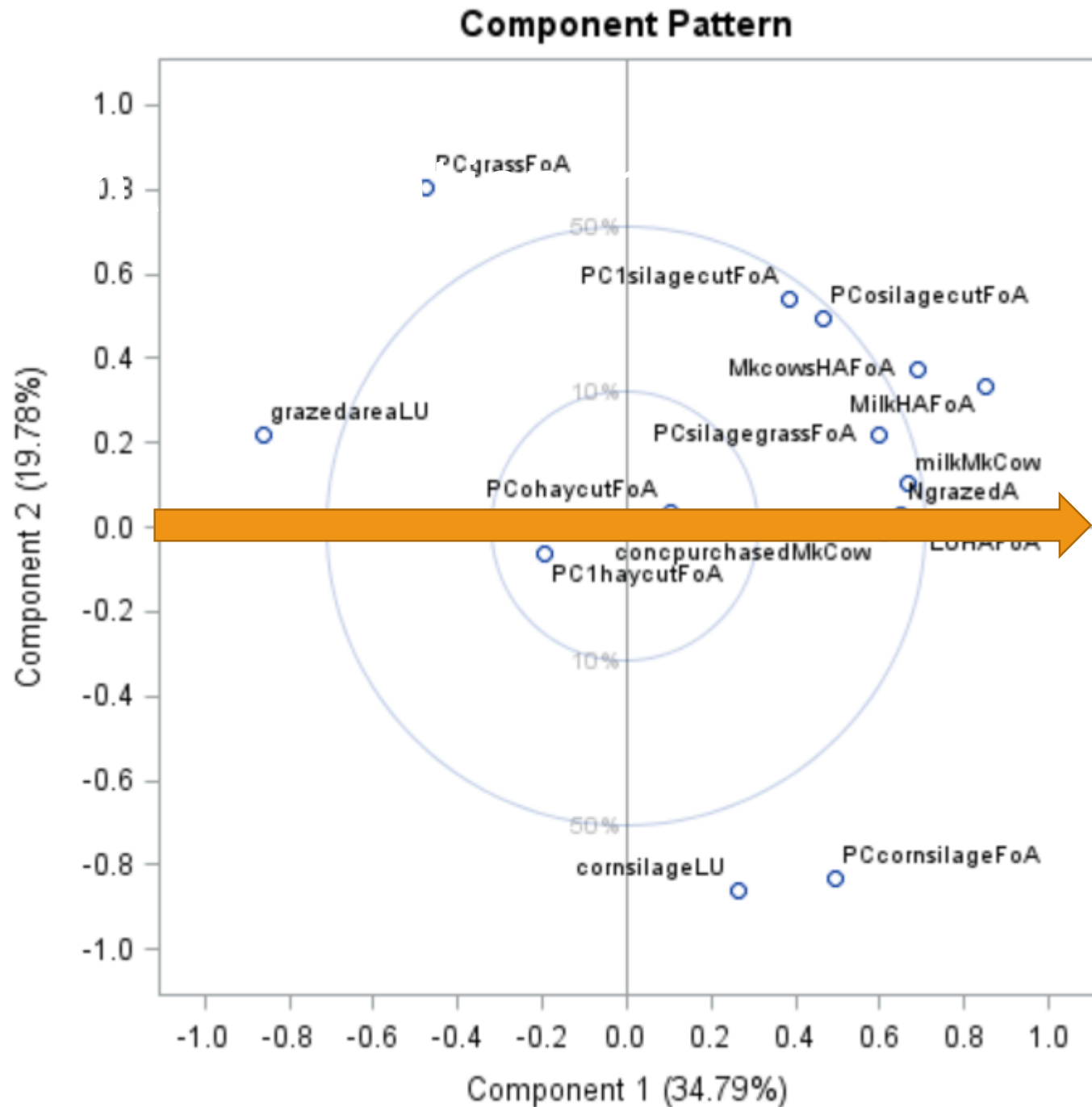
Creation



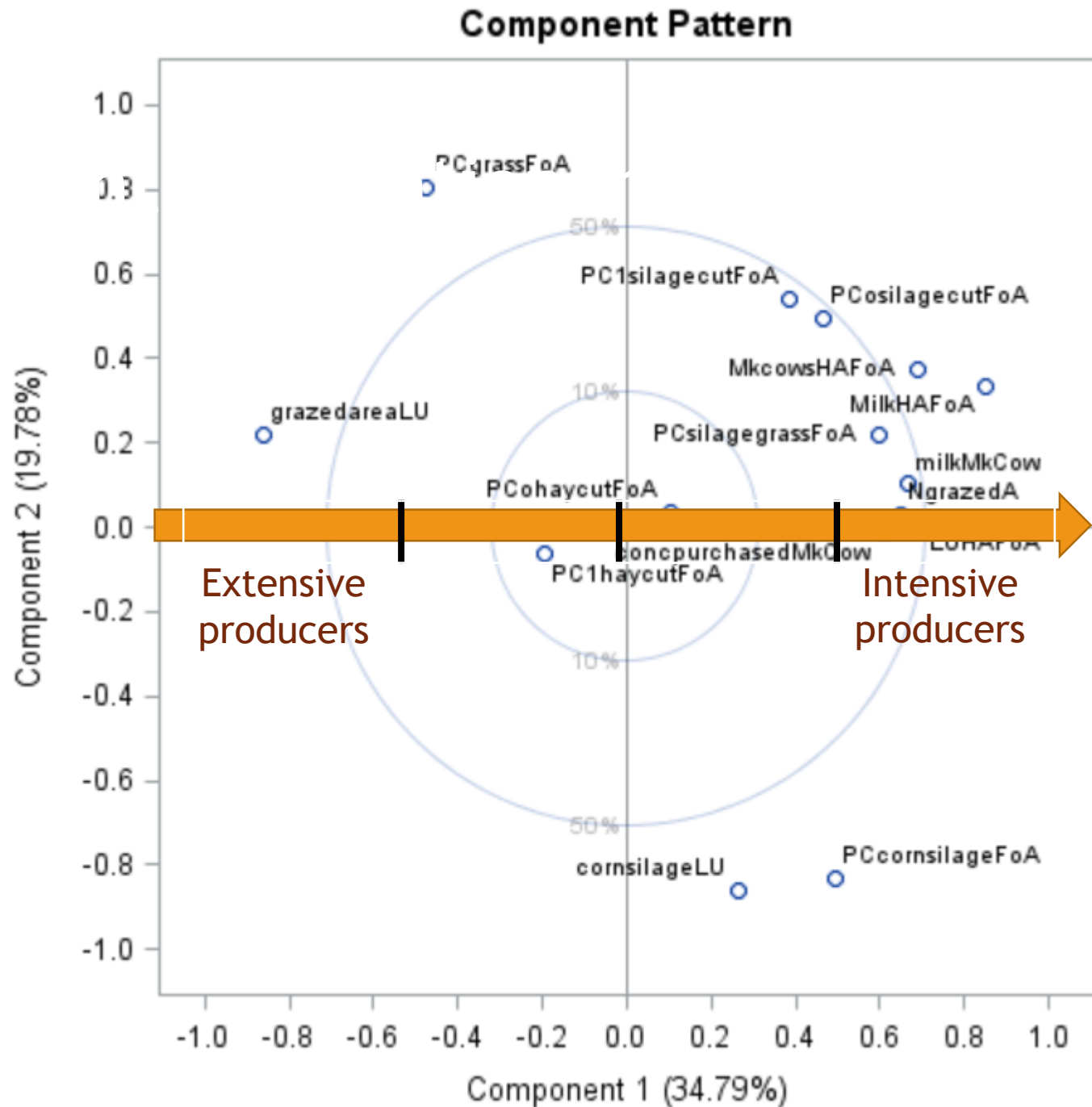
Component Pattern



Creation



Creation



Method

Intensification
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Level of revenue
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in intensification
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- Creation of intensification index
- Constant farms regarding intensification kept

Method

Intensification groups



Level of revenue groups



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4 groups of level of revenue

Q25% = 25 000€

Q50% = 35 000€

Q75% = 55 000€

Method

$$\text{Revenue} = \text{Value of productions} - \text{variables costs} - \text{fixed costs}$$

/person

Method

Revenue = Value of productions - variables costs - fixed costs

/person

Intensification group	Mean	25 000€	35 000€	55 000€
Extensive	38 300 €	36%	20%	23%
Intensive	47 700 €	17%	18%	34%

Method

Intensification groups



Level of revenue groups



Management variables
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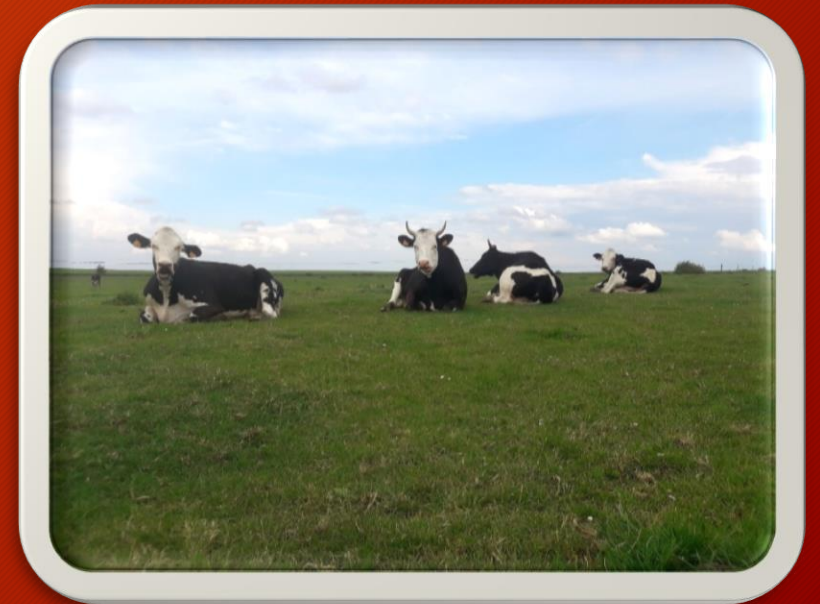
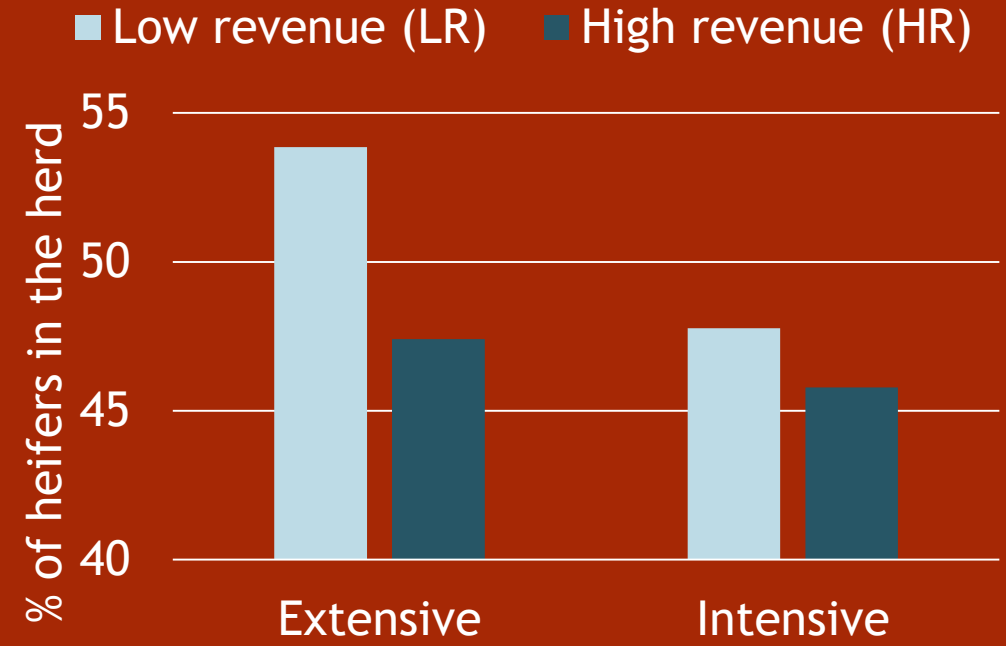
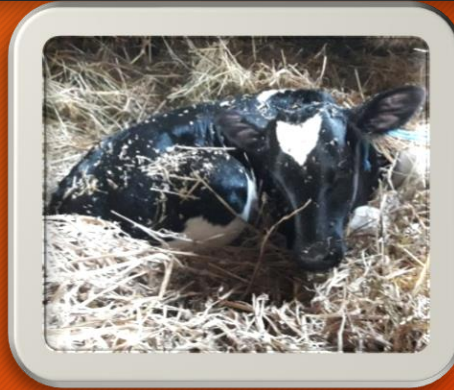
Linear fixed models

effect =
revenue* intensification group

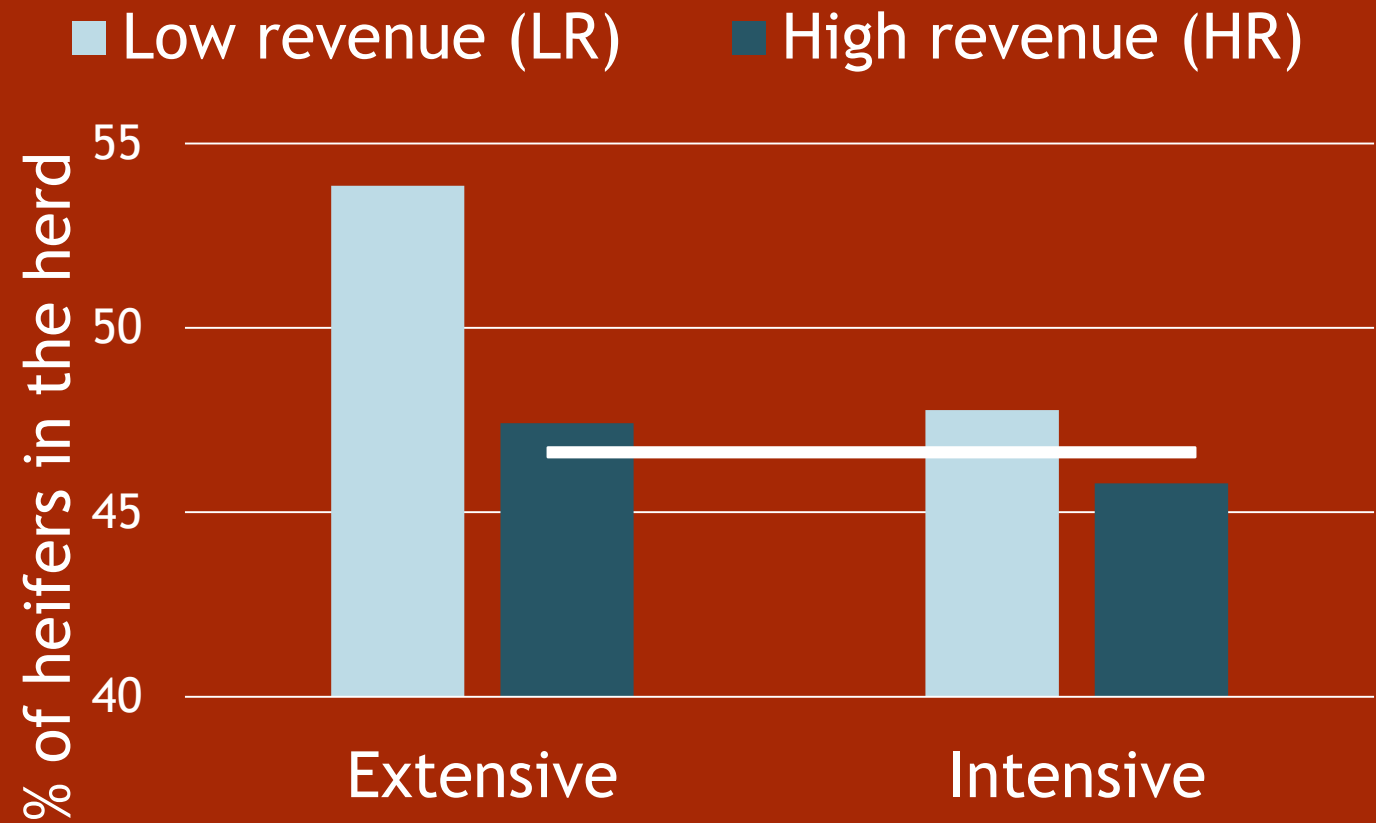
Results management



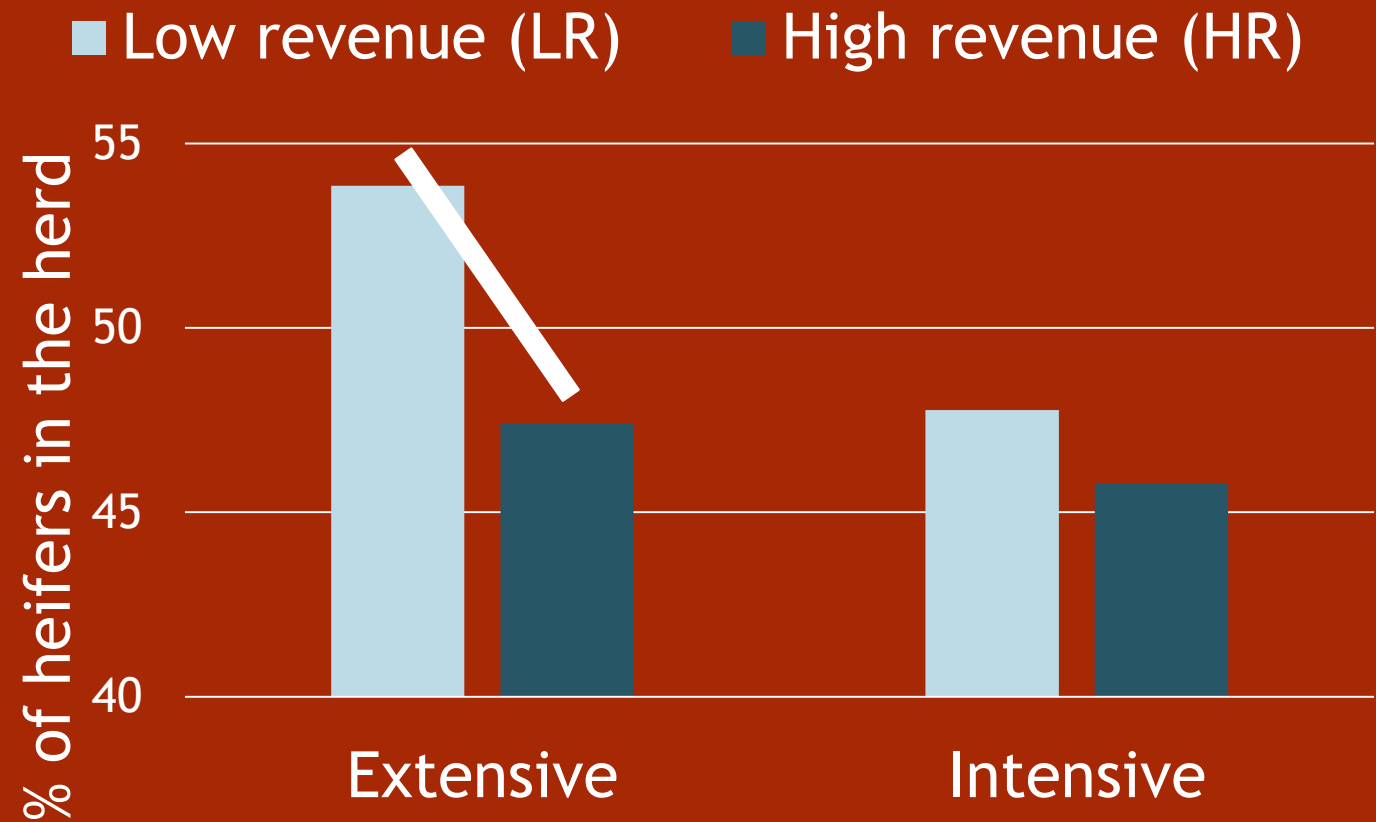
Results management



Method



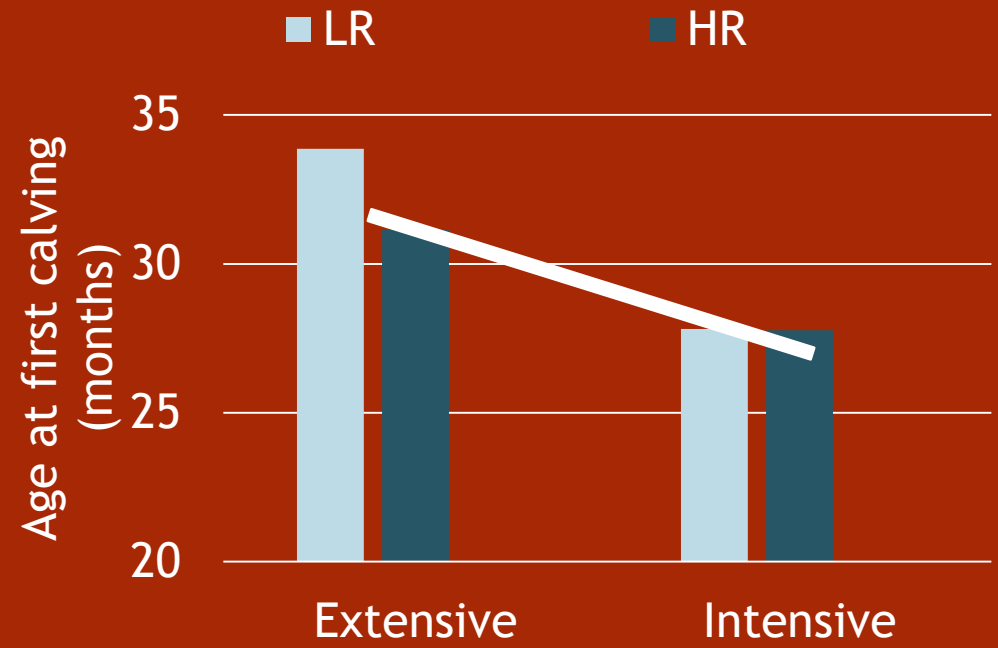
Method



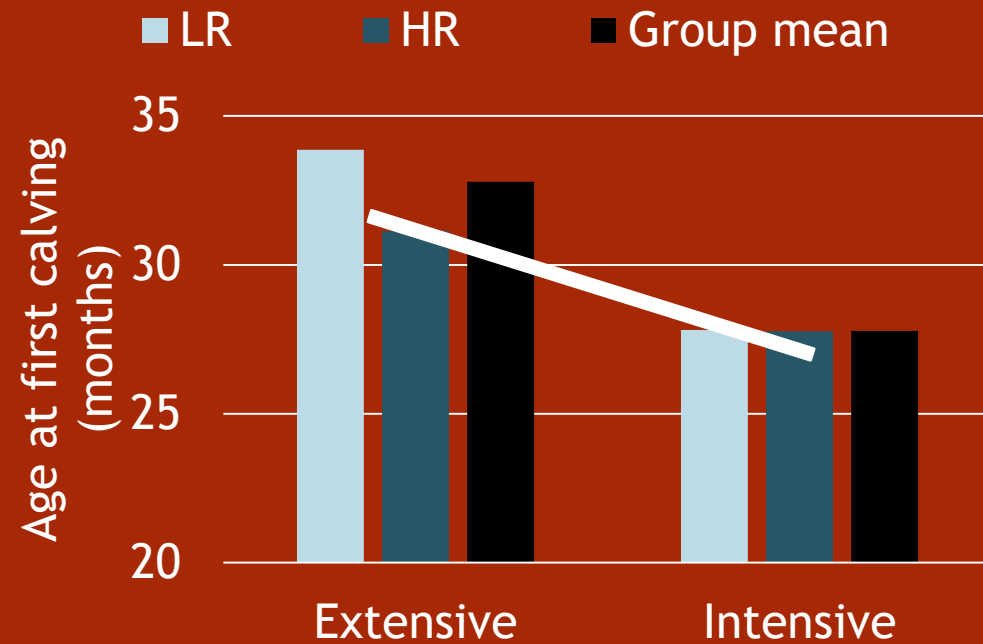
Results management



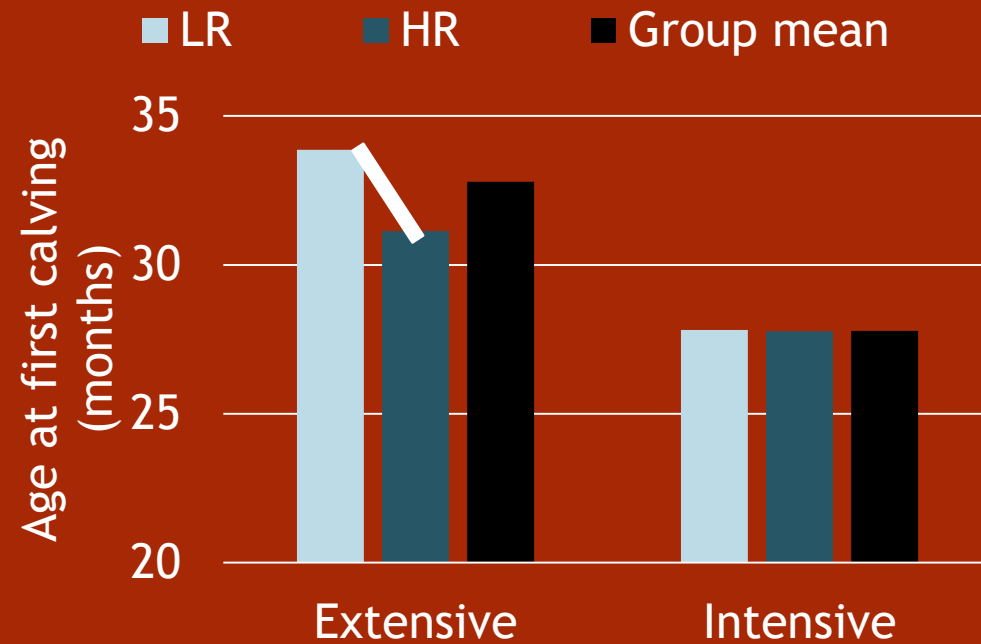
Results management



Results management



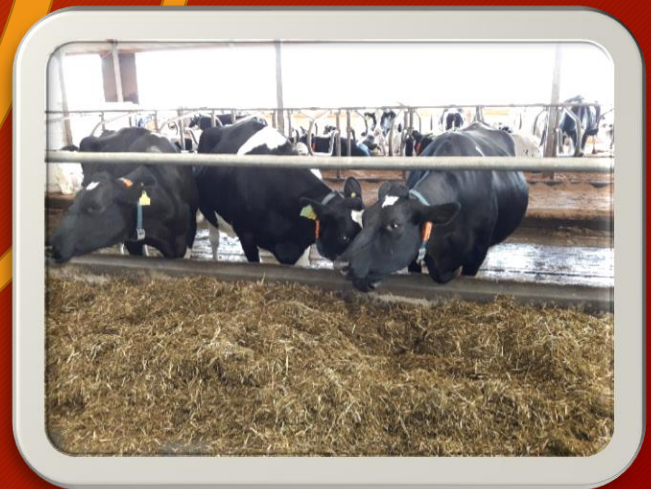
Results management



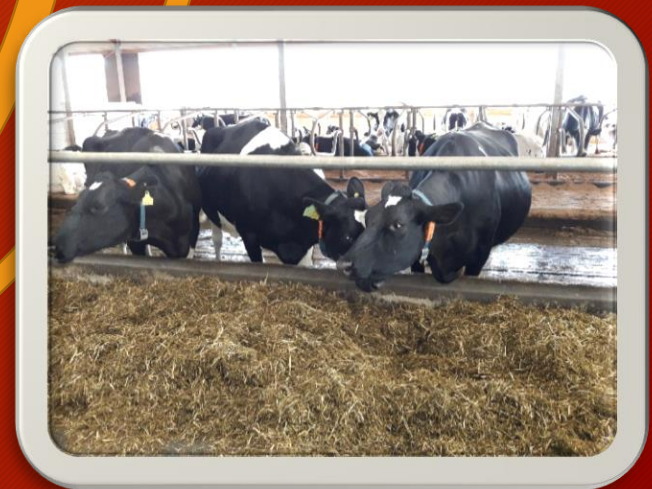
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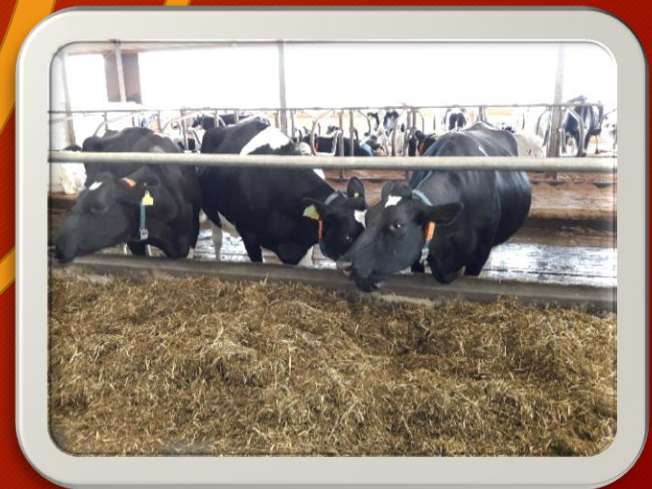
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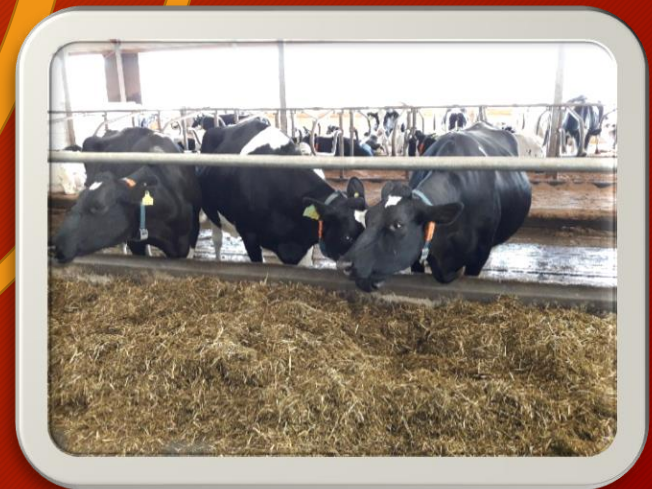
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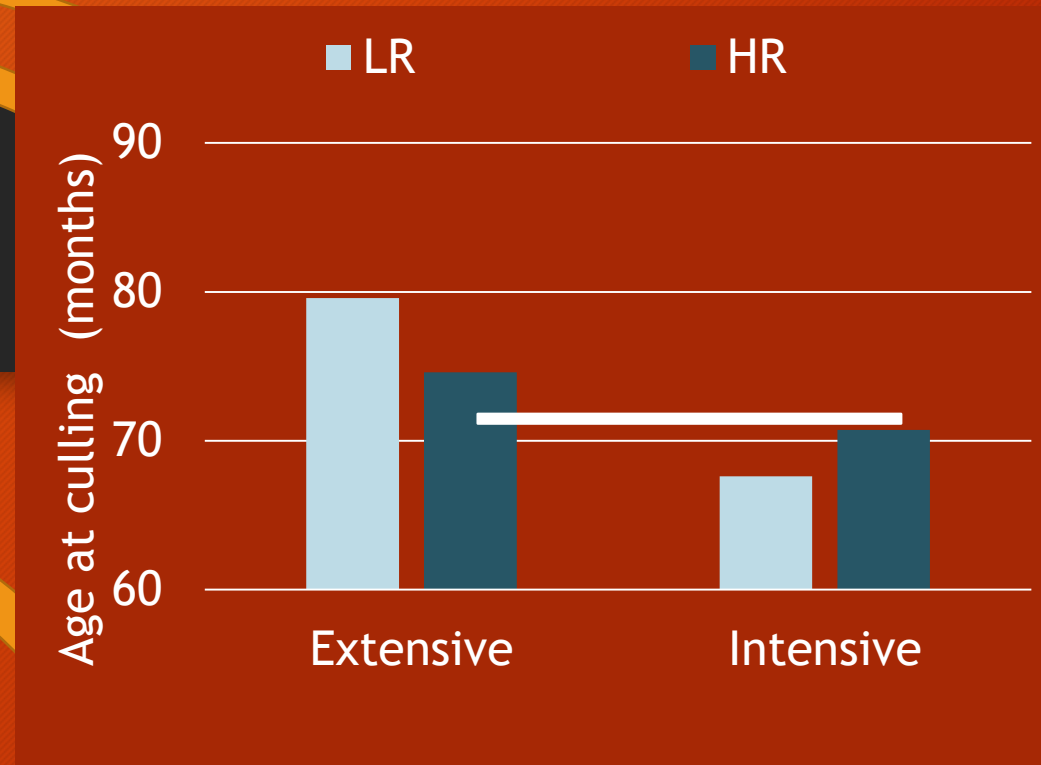
Results management



Results management



Results management



culling



Results management



culling

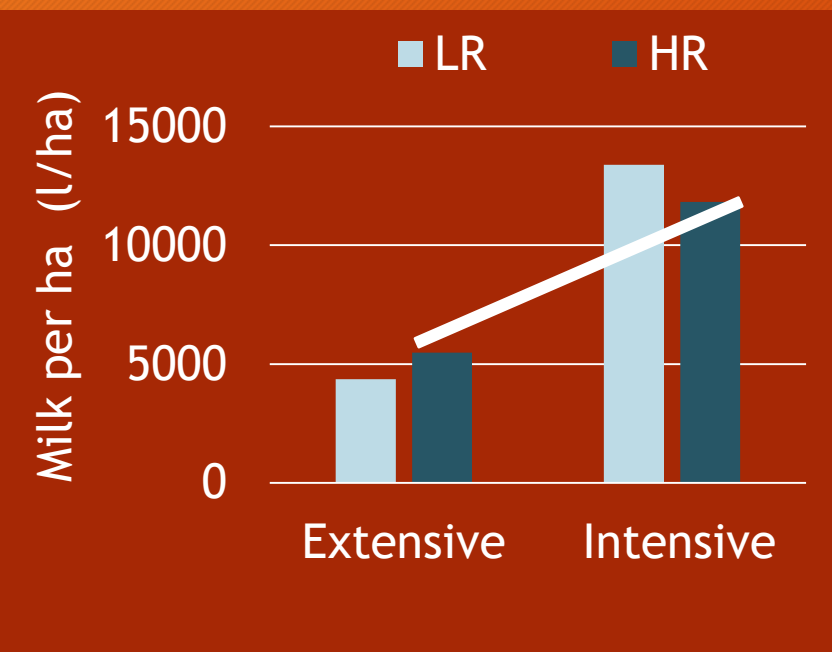


Results management



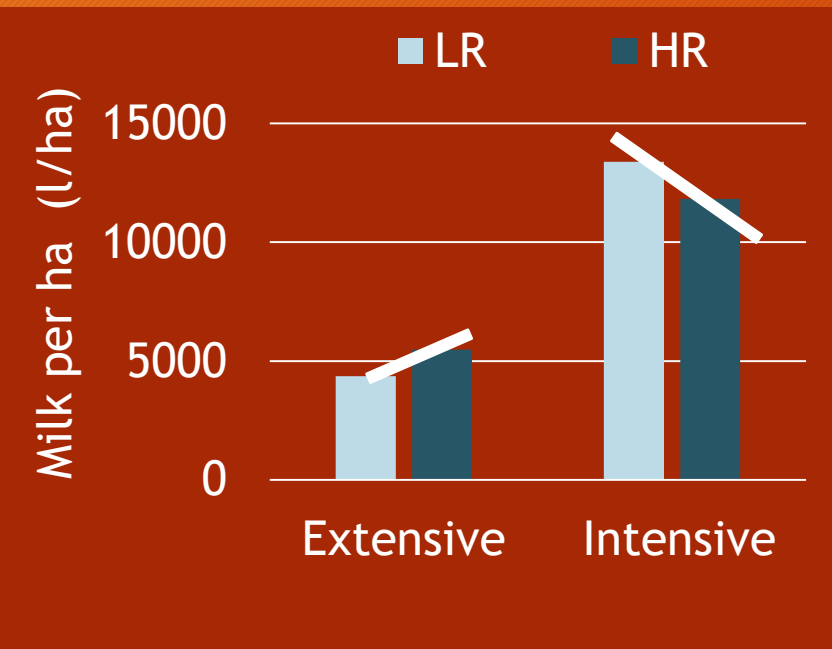
Feeding

Results management



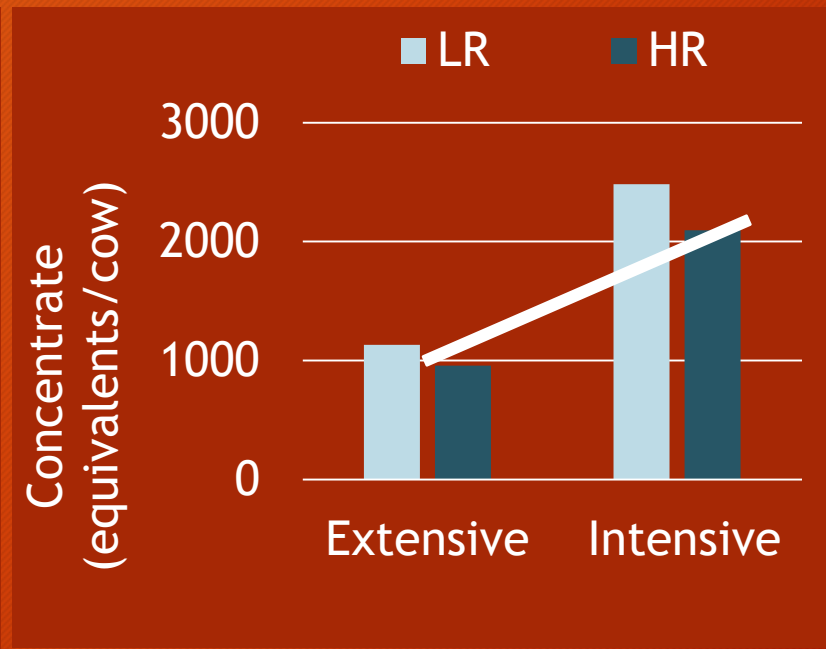
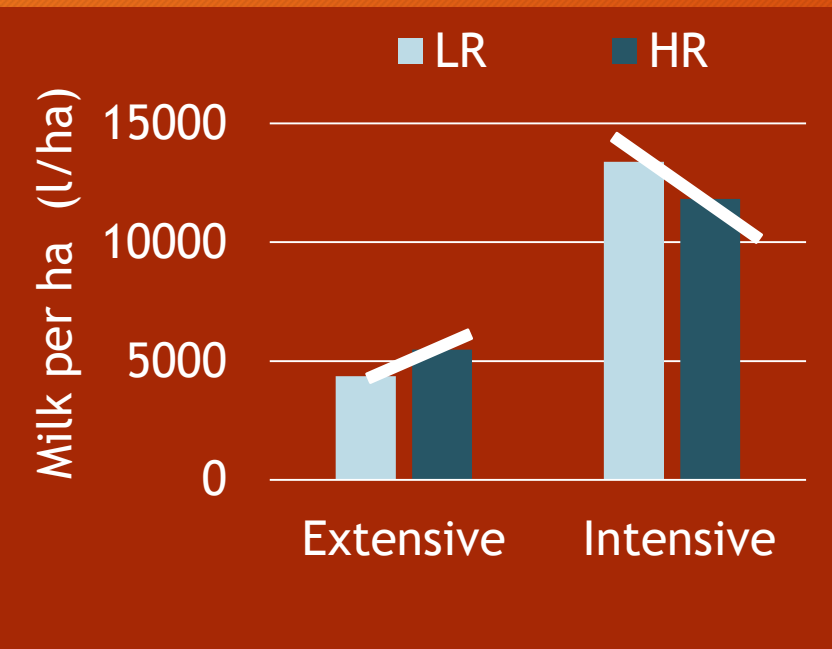
Feeding

Results management

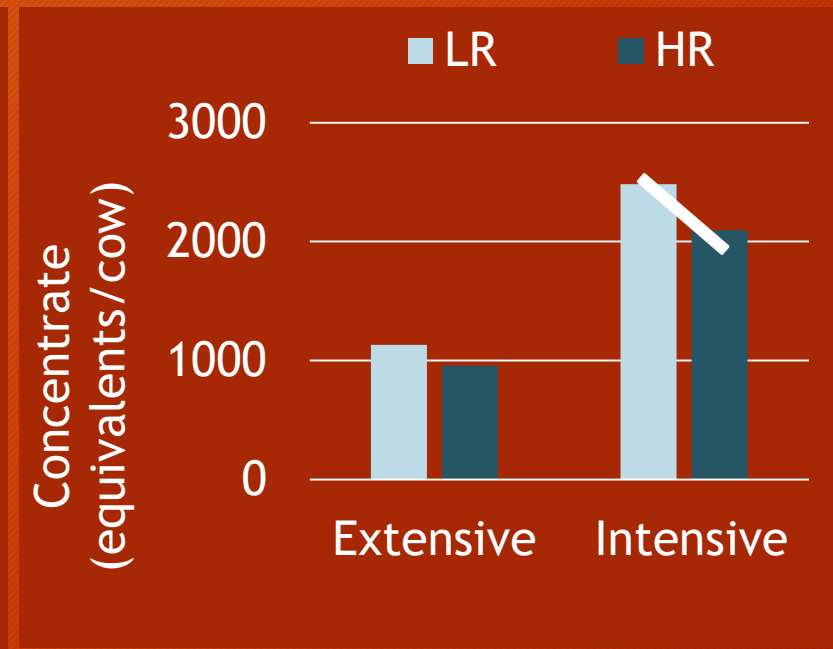
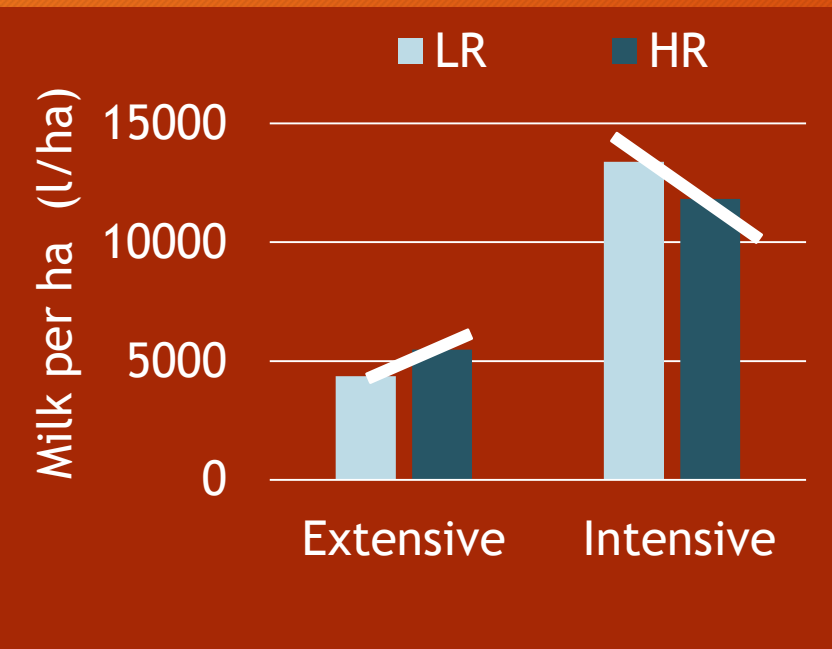


Feeding

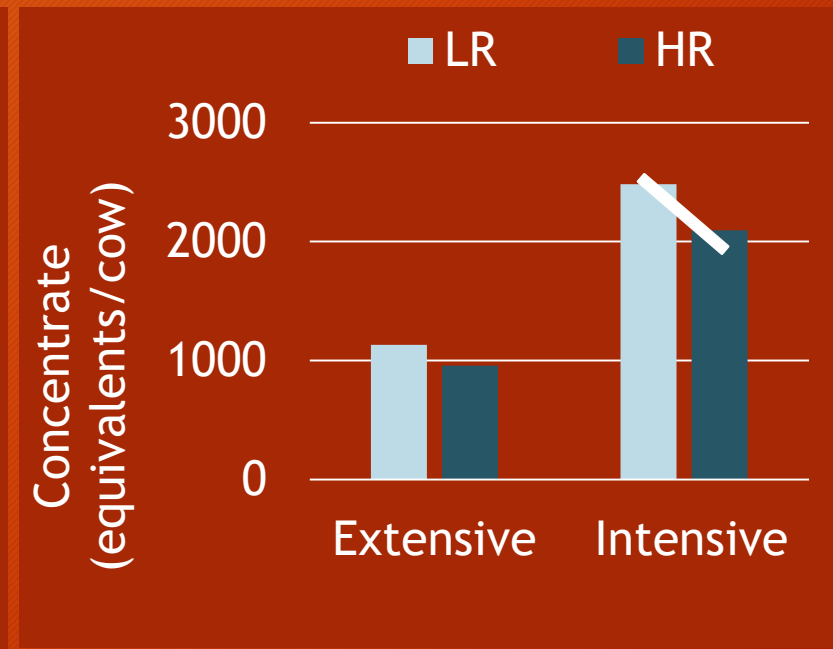
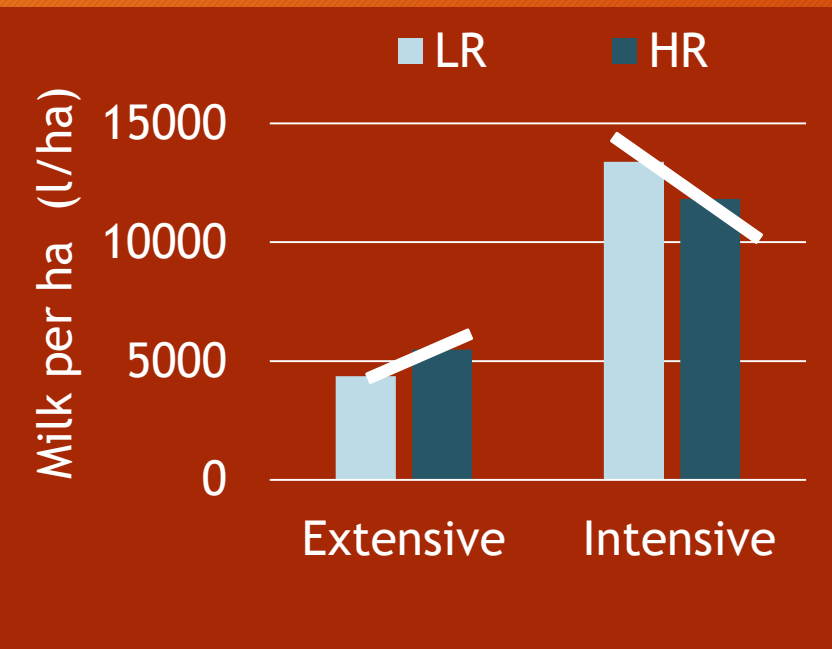
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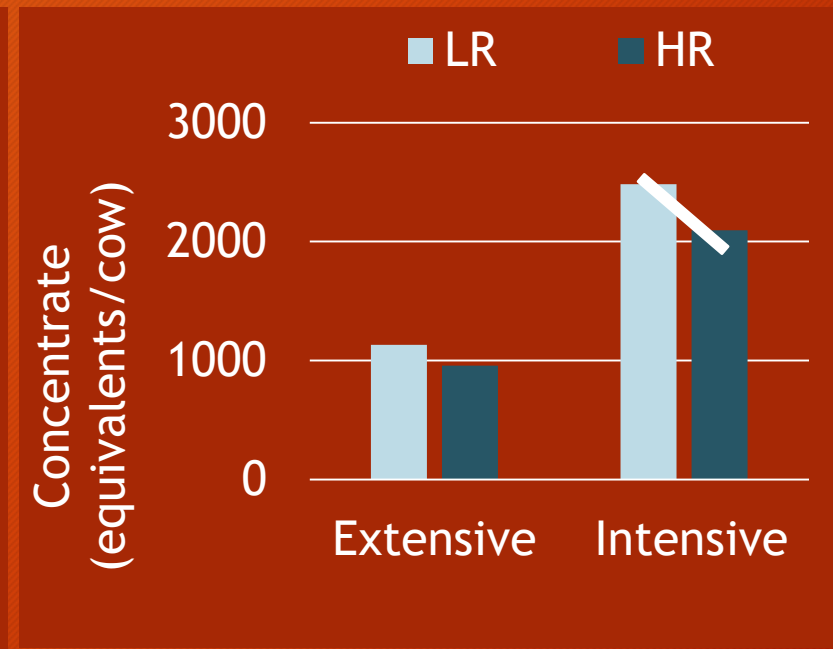
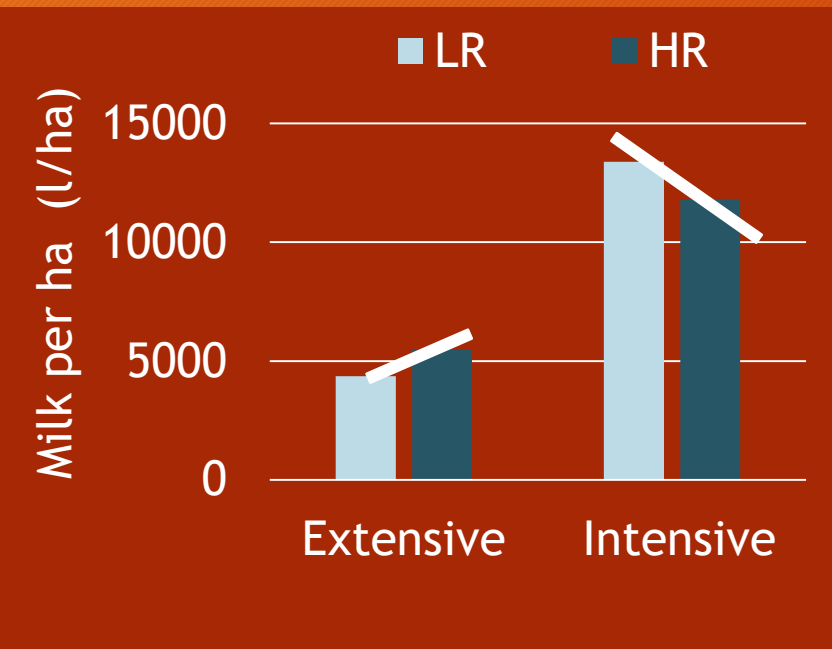
Results management



Results management



Results management



Differentiated management between dairy systems

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Threshold of intensification
for intensive producers

